

UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

RECEIVED
DEPARTMENT OF JUSTICE

EXHIBIT B

AUG 2 12 43 PM '78

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

REGISTRATION UNIT
INTERNAL SECURITY
SECTION
CRIMINAL DIVISION

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
development counsellors intl. ltd.	NEWFOUNDLAND DEPT. OF INDUSTRIAL DEV.

Check Appropriate Boxes:

- ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
 - ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
 - ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

see attached contract - this is a renewal.

Term id
7-20-87

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

All such details are in attached contract. .

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?^{1/} Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

not applicable

Date of Exhibit B	Name and Title	Signature
7/13/78	Emanuel T. Ellenis, V. P.	<i>Emanuel T. Ellenis</i>

^{1/} Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



GOVERNMENT OF NEWFOUNDLAND AND LABRADOR

DEPARTMENT OF INDUSTRIAL DEVELOPMENT

RECEIVED
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REGISTRATION UNIT
INTERNAL SECURITY
SECTION
CRIMINAL DIVISION ST. JOHN'S

Public Relations Consultant Agreement

This agreement, made and entered into this thirteenth day of July, nineteen hundred and seventy-eight, by and between the Department of Industrial Development, Government of Newfoundland and Labrador, and Development Counsellors International Limited.

1. Appointment

The Department of Industrial Development hereby appoints Development Counsellors International Limited as its United States public relations agency effective on April 1, 1977, handling all United States public relations and Development Counsellors International Limited accepts such appointment and agrees to perform the services specified hereunder.

2. Development Counsellors International Limited Services

Development Counsellors International Limited agrees to provide the following services:

(A) Study and Analysis

Development Counsellors International Limited will review the Department of Industrial Development's programs, services, markets, distribution methods, policies and objectives.

(B) Planning and Recommendations

Plan, develop and recommend a specific public relations strategy for the Department of Industrial Development to pursue in the United States.

(C) Execution

1. Write and place press releases and informational articles about the Province's industrial activity and

potential and the activities and plans of companies within the Province.

2. Search out topics suitable for publicity, and write corresponding articles.

3. Arrange publicity and interviews, for members of Newfoundland companies and institutions whose members are visiting the United States, with appropriate media.

4. Publicize (well in advance) the participation of Newfoundland in United States trade shows and arrange on-the-spot interviews.

5. At the request of the Department of Industrial Development, arrange meetings with industrial prospects in the United States for representatives of the Department of Industrial Development and attend such meetings.

6. Advise the Department of Industrial Development on industrial development advertising strategy, review advertising themes and approaches, and assist the Department of Industrial Development's advertising agency in any way possible, including media selection.

7. Advise the Department of Industrial Development on the creation of new industrial sales promotion materials, both printed and audio-visual.

8. Advise the Department of Industrial Development on the latest and most effective industrial development techniques.

9. Assist the Department of Industrial Development in the preparation of a mailing list of United States manufacturers in selected industries and geographic regions.

10. Advise the Department of Industrial Development which United States trade shows and exhibitions, the Department of Industrial Development should attend and the manner of such participation.

11. Plan and participate in one business editors press tour to Newfoundland. Be available to suggest a theme and sites to cover.

12. Provide assistance in arranging and coordinating the Department of Industrial Development's inward and outward trade mission program.

13. Provide a press clipping service.

14. Provide a constructive critique of the Department of Industrial Development's advertising campaigns.

15. Identify potential investors for Newfoundland and Labrador through means such as direct mail campaigns.

16. Development Counsellors International Limited will secure approval of the Department of Industrial Development before placing any press releases or articles.

(D) Critique of the Department of Industrial Development's Public Relations Program

Development Counsellors International Limited agrees to provide a written critique of the Department of Industrial Development's public relations program in the United States on November 30, 1978 and again on March 31, 1979. This critique will address itself to comment on the effectiveness of the Department of Industrial Development's campaign, and be substantiated by comments from the business community obtained from surveys taken in the United States.

3. Planning and Review

(1) Development Counsellors International Limited will submit a written monthly review of activities and services performed on behalf of the Department of Industrial Development on the last day of each month.

(2) Development Counsellors International will visit the Province once every quarter to plan, with the Department of Industrial Development representatives a quarterly campaign, as well as search out any suitable publicity topics.

4. Development Counsellors International Limited Costs and Compensation

(A) Fees and Charges

1. Public relations consulting, including all out-of-pocket expenses, for the period of this agreement should amount to approximately \$50,000, in Canadian funds.

2. Development Counsellors International Limited is to be paid at the monthly rate of \$4,166.67 Canadian dollars.

5. Period of Agreement

This agreement shall terminate on March 31, 1979.

6. Entire Agreement

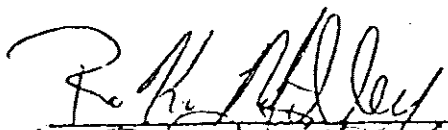
This agreement constitutes the entire understanding between the parties. All previous representations and undertakings, whether oral or written, have been merged herein.

WITNESS the due execution hereof the day and year first above mentioned.

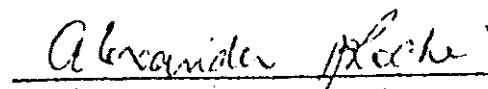
ATTEST:


Senior Technical Officer

ATTEST:


Senior Technical Officer

Department of Industrial Development


Deputy Minister

Development Counsellors
International Limited

